

Message Text

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PAGE 01 PRAGUE 02004 311550Z
ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 ICA-11
TRSE-00 EUR-12 DOE-15 ISO-00 SOE-02 /049 W
-----024685 311937Z /44
R 311402Z JUL 78
FM AMEMBASSY PRAGUE
TO SECSTATE WASHDC 5879
INFO AMEMBASSY PARIS

LIMITED OFFICIAL USE PRAGUE 2004

EXCON, USOECD

E. O. 11652: N/A
TAGS: ESTC, COCOM, CZ, US
SUBJECT: ELEVEN COMPUTERS FOR STATE BANK

REF: (A) STATE 160250 (NOTAL), (B) PRAGUE 1610

1. DIGITAL EQUIPMENT CORP. VIENNA REP RICHTER BRIEFED
EMBOFF ON CURRENT STATE OF PLAY. ALTHOUGH DE'S CONTRACT
WAS CANCELLED, THE FIRM DECIDED TO PRESS AHEAD WITH REQUEST
FOR EXPORT LICENSE TO A) SHOW THEIR GOOD FAITH, AND B) TO
PERHAPS HAVE THE CANCELLATION RESCINDED IF NO COMPETITOR
CAN MEET THE DEADLINE IMPOSED BY STATNI BANKA, WHICH
IS DECEMBER 1978.

2. RICHTER ADMITTED THAT THERE WAS LESS THAN ONE PERCENT
CHANCE THAT DE WOULD REGAIN THE CONTRACT, AND HE HAD EVEN
HEARD THAT A DANISH FIRM (REGNECENTRALEN) HAD SIGNED.
(EMBOFF HAS CONFIRMED THAT THIS IS CORRECT.) HOWEVER, HE
DOUBTED THAT THE DANISH FIRM COULD DELIVER BY THE DEADLINE
IF ALL RULES WERE FOLLOWED, PARTICULARLY SINCE 80
PERCENT OF THE COMPONENTS WOULD BE U.S., AND THUS EXPORT
LICENSES WOULD BE REQUIRED. HE PRESUMED THAT U.S.
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COMPONENTS WOULD COME FROM DATAPOINT, DIABOLO,
DOCUMENTATION, AND DATA GENERAL, AND CLAIMED THAT
ALTHOUGH THESE U.S. FIRMS WERE AWARE OF EXPORT LICENSING
REQUIREMENTS, THEY COULD PRESUMABLY SUPPLY REGENECENTRALEN
AS COMPONENT USER, NOT BEING AWARE OF THE ONWARD CONSIGNEE.
RICHTER FURTHER FEARED THAT REGNECENTRALEN ITSELF WOULD
NOT APPLY FOR EXPORT LICENSING, AND THEREFORE WOULD BE

ABLE TO BEAT THE DEADLINE FOR DELIVERY.

3. RICHTER ASKED THAT HIS COMMENTS BE BROUGHT TO DEPARTMENT'S ATTENTION, AND HE ADDED THAT HE INTENDS TO VISIT WASHINGTON DURING THIRD WEEK IN AUGUST ALONG WITH DE'S EXPORT MANAGER. HE ALSO REQUESTED AN UPDATE ON THE ANTICIPATED DATE OF COCOM APPROVAL. EMBOFF PASSED ALONG GIST OF REFTEL A.

4. IN VOICING FEARS MENTIONED PARA 2, RICHTER SOUNDED TO EMBOFF AS IF HE WERE FLAILING ABOUT FOR A TARGET TO MAKE HIS LOSS A BIT EASIER TO BEAR.

5. DECONTROL ON RECEIPT.
BYRNE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, COMPUTERS, BANKS, STRATEGIC TRADE CONTROLS
Control Number: n/a
Copy: SINGLE
Draft Date: 31 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
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Reference: 78 STATE 160250, 78 PRAGUE 1610
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Subject: ELEVEN COMPUTERS FOR STATE BANK
TAGS: ESTC, CZ, US, COCOM
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